

Message Text

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PAGE 01 BEIRUT 07886 050931 Z

20

ACTION EB-11

INFO OCT-01 EUR-25 NEA-10 ADP-00 COME-00 FAA-00 XMB-07

CIAE-00 INR-10 NSAE-00 RSC-01 TRSE-00 OMB-01 RSR-01

L-03 /070 W

----- 128738

R 050810 Z JUL 73

FM AMEMBASSY BEIRUT

TO SECSTATE WASHDC 3018

AMEMBASSY TEHRAN

INFO FAA BRUSSELS

AMCONSUL KARACHI

AMEMBASSY ISLAMABAD

LIMITED OFFICIAL USE BEIRUT 7886

E. O. 11652: N/ A

TAGS: ETRN, IZ, XF

SUBJ: IRAN AIR REQUIREMENT

REF: BEIRUT 7759

DEPARTMENT PASS COMMERCE AND EXIMBANK

1. GEORGE POHLE, DOUGLAS AIRCRAFT CORPORATION REGIONAL
DIRECTOR MIDDLE EAST, JUST RETURNED FROM TEHRAN IN-

DICATES IRAN AIR REEQUIPMENT DECISION, COVERING TWO
WIDEBODIED AIRCRAFT, HAS BEEN DELAYED BEYOND JULY FOR
ONE MONTH. SIGNING OF LETTER- OF- INTENT OR CONTRACT
SHOULD BE EFFECTED BETWEEN AUGUST 15 AND AUGUST 31.

2. INFORMED AVIATION SOURCES HERE RATE MCDONNELL
DOUGLAS DC-10 SERIES 30 AS FRONTRUNNER IN IRAN AIR
REEQUIPMENT COMPETITION, WITH BOEING 747-100 CLOSELY BEHIND.
LOCKHEED- CALIFORNIA EXECUTIVES BELIEVE LOCKHEED TRISTAR
L-1011 ALSO IN RUNNING, BUT LACK OF FIRM GO- AHEAD BY
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LOCJHEED ON DASH TWO EXTENDED RANGE VERSION OF TRISTAR APPEARS TO INHIBIT TRISTAR'S APPEAL TO IRAN AIR. ACCORDING POHLE, IRAN AIR HAS ASKED FOR MISSION GUARANTEES ON SECTOR LONDON- LOS ANGELES, A REQUIREMENT WHICH CAN ONLY BE MET BY DC-10-30(OR DC-10-40), 747, AND PROJECTED (BUT NOT YET FIRM) SHORTBODIED L-1011-2 LR.

3. APPROXIMATE VALUE OF FORTHCOMING IRAN AIR ORDER WOULD BE \$52 MILLION FOR TWO DC-10-30' S. \$60 MILLION FOR TWO 747-100' S, AND 47 MILLION FOR TWO L-1011-2' S, INCLUDING SPARES AND TRAINING.

3. IN CONVIENIT FOR EMBASSY, RCAA DWOR PLANS REGIONAL CIVIAL AIR VISIT TEHRAN WEEK OF JULY 23.
HOUGHTON

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NNNNMAFVVZCZ

*** Current Handling Restrictions *** n/a

*** Current Classification *** LIMITED OFFICIAL USE

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ISLAMABAD
KARACHI
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